

Message Text

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PAGE 01 STOCKH 01417 111100Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----080176 111540Z /47

R 101524Z APR 78
FM AMEMBASSY STOCKHOLM
TO USDOC WASHDC
INFO SECSTATE WASHDC 3510

UNCLAS STOCKHOLM 1417

E.O. 11652: N/A
TAGS: BEXP, SW
SUBJ: FOREIGN BUYER PROGRAM: US VISIT OF MR. SVEN B. FREJVALL
OF PRODUKTKONSULT AB

1. WE HAVE ISSUED A COMMERCIAL INVITATION TO MR. SVEN B. FREJVALL OF PRODUKTKONSULT AB, BOX 81, S-260 83 VEJBYSTRAND, SWEDEN.

2. PRODUKTKONSULT, A SMALL AGENT SPECIALIZING IN ELECTRONICS AND DIRE DETECTORS, WAS REGISTERED IN 1973, AND REPRESENTS SEVERAL US FIRMS. BUSINESS ACTIVITIES WERE NOT REALLY BEGUN UNTIL THE END OF 1976. IN 1977, THE FIRM HAD TURNOVER OF ABOUT SKR 1 MILLION (\$1 EQUALS SKR 4.60). LOCAL BANK SOURCES RECOMMEND THE FIRM AS A SUITABLE TRADE CONTACT. THEY ALSO INDICATE THAT THE FIRM IS DOING WELL FINANCIALLY, AND DESCRIBE ITS OWNER AND MANGER, FREJVALL, AS A RELIABLE AND EFFECIENT BUSINESSMAN. NORMAL BUSINESS PRECAUTIONS ARE, RECOMMENDED, HOWEVER, BECAUSE OF THE SMALL SIZE OF THE FIRM.

3. FREJVALL, WHO IS SEEKING US MANUFACTURERS OF INSTRUMENTS FOR THE PROCESS INDUSTRY - ESPECIALLY DIGITAL INSTRUMENTS AND CONTROL VALVES - WILL ARRIVE IN NEW YORK ON APRIL 26 AND PLANS TO STAY IN THE US FOR TWO WEEKS OR MORE. HIS ITINERARY INCLUDES MINNEAPOLIS, MN, FEASTERVILLE, PA, HOUSTON, TX, AND NATICK, MA. HE WILL TRY TO VISIT THE USDOC'S DISTRICT OFFICES
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IN MINNEAPOLIS, HOUSTON AND BOSTON.

4. MAILING ADDRESS: C/O DETECTOR ELECTRONIC CO., 7351 WASHINGTON AVENUE, MINNEAPOLIS, MN, FROM MAY 4 TO MAY 9.

5. PLEASE INSERT INFORMATION RE FREJVALL'S VISIT IN COMMERCE AMERICA AND/OR COMMERCE BUSINESS DAILY.

KENNEDY-MINOTT

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 10 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STOCKH01417
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780155-0829
Format: TEL
From: STOCKHOLM
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780473/aaaackbm.tel
Line Count: 63
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
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Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3017159
Secure: OPEN
Status: NATIVE
Subject: FOREIGN BUYER PROGRAM: US VISIT OF MR. SVEN B. FREJVALL OF PRODUKTKONSULT AB
TAGS: BEXP, SW
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/c35b20b3-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014